

Message Text

UNCLASSIFIED

PAGE 01 BRUSSE 09891 121549Z
ACTION EUR-12

INFO OCT-01 ISO-00 AID-05 CEA-01 CIAE-00 COME-00 EB-08
FRB-01 INR-07 NSAE-00 SP-02 STR-04 TRSE-00 LAB-04
SIL-01 OMB-01 AGRE-00 /047 W
-----124470 131601Z /42
R 121313Z AUG 77
FM AMEMBASSY BRUSSELS
TO SECSTATE WASHDC 1366

UNCLAS BRUSSELS 09891

USEEC

E.O.11652: N/A
TAGS: ETRD, EEC
SUBJECT: EC COMMISSION SEEKS TO IMPROVE "MARRIAGE
BUREAU"

REF: EC BRUSSELS A-191

1. ON JULY 20 THE EC COMMISSION MODIFIED ITS OPERATING
DIRECTIVE TO THE COMMUNITY BUSINESS COOPERATION CENTER,
COMMONLY REFERRED TO AS THE "MARRIAGE BUREAU". THE
BUREAU WAS ORIGINALLY ESTABLISHED IN 1973 TO FACILITATE
MERGERS BETWEEN SMALL AND MEDIUM-SIZED BUSINESSES
WITHIN THE EC-9 IN ORDER TO PROMOTE INDUSTRIAL INTE-
GRATION OF THE COMMON MARKET AND INCREASE COMPETITION.
DURING ITS FIRST 3 YEARS OF OPERATION, THE BUREAU
PLAYED A ROLE IN 50 AGREEMENTS BETWEEN ENTERPRISES.
WHILE ACKNOWLEDGING THAT THE BUREAU IS EQUIPPED WITH
ONLY MODEST RESOURCES, THE COMMISSION HAS EXPRESSED
THE OPINION THAT THE BUREAU HAS NOT OBTAINED MAXIMUM
RESULTS (REF). ACCORDINGLY, IT HAS MODIFIED THE
MANDATE OF THE BUREAU, ENLARGING THE GEOGRAPHIC AREA
OF OPERATION BEYOND THE EC, TARGETING A LIMITED NUMBER
OF SECTORS, AND ALLOWING THE BUREAU TO PLAY A MORE
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BRUSSE 09891 121549Z

ACTIVE ROLE IN ITS MATCHMAKING.

2. PREVIOUSLY, THE BUREAU WAS REQUIRED TO WAIT UNTIL
A FIRM APPROACHED IT FOR INFORMATION REGARDING POSSIBLE
PARTNERS. THE COMMISSION BELIEVES THAT THE BUREAU NOW
HAS ENOUGH INFORMATION ON VARIOUS FIRMS TO ACT AS A
CATALYST AND DIRECTLY APPROACH LIKELY CANDIDATES.

SUCH APPROACHES MUST, HOWEVER, BE COORDINATED WITHIN THE COMMISSION STRUCTURE TO ENSURE COHERENCE WITH OTHER POLICIES, ESPECIALLY COMPETITION POLICY.

3. THE COMMISSION HAS ALSO INSTRUCTED THE BUREAU TO RESTRICT ITS OPERATIONS TO SECTORS IN WHICH IT COULD OBTAIN IN-DEPTH FAMILIARITY AND THUS IMPROVE ITS IMPACT. THOUGH NOT SPECIFICALLY DETAILING WHICH SECTORS SHOULD BE CHOSEN, THE COMMISSION HAS SET DOWN THE FOLLOWING CHARACTERISTICS FOR PRIORITY SECTORS:

-- REASONABLE DEVELOPMENT;

-- A NEED TO IMPROVE THE COMPETITIVE STRUCTURE OF THE SECTOR, NOTABLY THROUGH COOPERATION BETWEEN SMALL AND MEDIUM INDEPENDENT UNDERTAKINGS, POSSIBLY TAKING INTO ACCOUNT THE COMPETITION EXERTED BY THIRD COUNTRIES; AND

-- RAPID TECHNOLOGICAL CHANGES EITHER IN PRODUCT OR PRODUCTION METHODS, WHERE COSTLY AND ACCELERATED INVESTMENTS MUST BE AMORTIZED BY MARKET ENLARGEMENT.

CITED AS POSSIBLE EXAMPLES OF SECTORS FULFILLING THE REQUIREMENTS WERE: BUILDING AND RELATED INDUSTRIES, TRANSPORT, PROCESSED CHEMICAL PRODUCTS, PLASTICS AND UNCLASSIFIED

UNCLASSIFIED

PAGE 03 BRUSSE 09891 121549Z

THE WOOD AND FURNITURE INDUSTRIES.

4. THE COMMISSION DECISION TO ALLOW THE BUREAU TO EXPAND OUTSIDE THE COMMUNITY IMPROVES POSSIBILITIES FOR SMALL TO MEDIUM-SIZE THIRD-COUNTRY FIRMS SEEKING TO DEVELOP A MARKET WITHIN THE EC-9. THE FOLLOWING GUIDELINES APPLY TO THIRD-COUNTRY ELIGIBILITY:

-- COUNTRIES MUST HAVE SOME FORM OF STRUCTURAL CONTACTS WITH THE COMMUNITY;

-- COUNTRIES MUST SUBMIT A SPECIFIC REQUEST; AND

-- COUNTRIES MUST HAVE THE CAPACITY TO PROVIDE A RECIPROCAL SERVICE, I.E., CHAMBER OF COMMERCE OR PROFESSIONAL GROUP. TO DETERMINE THE ELIGIBILITY OF A COUNTRY, BILATERAL BODIES WILL BE SET UP TO ESTABLISH LINKS BETWEEN THE COMMUNITY AND THE THIRD-COUNTRY FIRMS.

5.COMMENT: THESE CHANGES TO THE GUIDELINES FOR THE MARRIAGE BUREAU ARE IN KEEPING WITH COMMISSIONER DAVIGNON'S ANNOUNCEMENT IN MAY THAT THE COMMISSION

PLANS TO PLACE MORE EMPHASIS ON SMALL AND MEDIUM-SIZED
BUSINESSES. WHILE NO FURTHER RESOURCES HAVE BEEN
ALLOCATED TO THE BUREAU, GREATER EFFICIENCY SHOULD
RESULT FROM INCREASED CONCENTRATION IN CERTAIN SECTORS
AND THE REMOVAL OF GEOGRAPHIC AND PROCEDURAL
RESTRICTIONS. HINTON

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: BUSINESS MERGERS, GOVERNMENT AGENCIES, REORGANIZATIONS
Control Number: n/a
Copy: SINGLE
Sent Date: 12-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BRUSSE09891
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770292-1083
Format: TEL
From: BRUSSELS USEEC
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770869/aaaacfxi.tel
Line Count: 122
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 785d755b-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: 77 EC BRUSSELS A-191
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 30-Nov-2004 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1622207
Secure: OPEN
Status: NATIVE
Subject: EC COMMISSION SEEKS TO IMPROVE \"MARRIAGE BUREAU\"
TAGS: ETRD, BE, EEC
To: STATE
Type: TE
vdkgvwkey: odbc://SAS/SAS.dbo.SAS_Docs/785d755b-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009